

SMACNA

News

Volume 43 • Number 7 • July 2009

SMACNA 1943-2009

www.smacna.org

Federal Officials Speed Up Stimulus Spending – More Retrofit Dollars For Energy-Efficient Buildings On The Way!

President Barack Obama recently promised to “ramp up” federal stimulus spending to deliver more than 600,000 jobs through the obligated \$787 billion stimulus and related spending efforts to come this summer, with federal agencies pumping tens of billions into green building retrofits, energy efficiency, and building and transportation public works projects, including schools and new facility construction across the country. The President said buildings offer the greatest opportunity for energy savings because residential and commercial buildings consume 40 percent of the energy and represent 40 percent of the carbon emissions in the United States. Building efficiency represents one of the easiest, most immediate and most cost-effective ways to reduce carbon emissions while creating new jobs.

The Administration ordered the cabinet departments to accelerate the pace this summer of the massive economic stimulus effort that Congress approved earlier this year, largely focusing on HVAC and related green projects targeted to public buildings, military base facilities and infrastructure at the local, state and federal levels.

President Obama also announced a new building energy-efficiency initiative for immediate delivery of \$346 million in previously discretionary economic stimulus money to improve energy efficiency in new and existing commercial buildings. The Recovery Act funds would

Continued on page 3

SMACNA's New BIM Web Page Offers A Wealth Of Information

Building Information Modeling (BIM) is the future. BIM is a productivity tool that is required to successfully compete in the construction market. The benefits of using BIM include the enhanced ability to coordinate systems, visualize designs, and increase dimensional precision, all for improved productivity.

SMACNA is proud to announce the development of a new Web page for members only dedicated exclusively to Building Information Modeling. It contains useful, timely information and resources you need to know about BIM such as legal and contract issues and educational resources. It also features tips on how to calculate the return on your investment in BIM, the legal implications of BIM, an introduction to contracting on BIM, ConsensusDOCS, reports, and white papers.

The Web page also includes a BIM listserv for members only, where members and BIM coordinators can share information, discuss issues, and solve BIM-related problems. A links and resources section includes access to leading-edge resources such as McGraw Hill's BIM SmartMarket Report, the National Institute of Building Sciences' National Building Information Standard, and examples of projects that have benefited from BIM. This wealth of BIM information is available on the members-only portion of the SMACNA Web site at www.smacna.org. ▼

Web Exclusives

- Capitol Hill Update
- Partners In Progress Conference
- “Successful Building Project Coordination”
- New Contracts Bulletin Shows How To Get Stimulus Money

www.smacna.org/newsletters

Seeing Is Believing! New Bubble DVD Shows Air-Flow Turbulence In Ductwork

SMACNA's new “Bubble DVD Destroys Design Myths” is now available. Formerly known as the “Bubble Video,” the updated 15-minute DVD features the visible airflow through a variety of ductwork and duct fittings and shows the types of duct system configurations that will perform well.

A fan blowing helium-filled bubbles through a ductwork system fitted with a clear plastic side enables the viewer to follow the actual airflow and turbulence present in duct systems mains, branches and elbows. It includes fittings from the “HVAC Duct Construction Standards—Metal and Flexible” manual (3rd Ed., 2005) and ties the performance of those fittings to the loss coefficient tables in the HVAC Systems—Duct Design manual (4th Ed., 2007).

Continued on page 8

SMACNA's mission is to provide products, services and representation to enhance members' businesses, markets, and profitability.

Protect Your Eyes, Ears And Fingers – New Safety Posters Available

Great safety reminders for shops and job site work settings, this modern, updated series of posters from SMACNA covers three significant safety and health issues in the sheet metal industry – eye safety, hearing protection, and guarding against cuts.

“Let The Eyes Have It” poster addresses eye protection, “Don’t Cut Your Job Short” covers cut prevention, and “Are You Wearing Your Ear Plugs?” promotes wearing proper hearing protection. Attach them to gang boxes, mount them in job site trailers, or frame them for shop break rooms.

Each eye-catching poster is 16” X 24” and all three are shipped together. The members-only cost for the three posters is \$20 (plus shipping and handling). For more information about the posters visit on the Safety section of the SMACNA Web site. To purchase the posters, contact the SMACNA Publications Department at (703) 803-2989 or go to www.smacna.org/bookstore. ▼

Council Meeting Highlights: Pension Fund, E-Visa Program, Partnership Initiatives

The Council of Chapter Representatives addressed the National Pension Fund (NPF) during their June meeting in Philadelphia, and adopted a recommendation to the SMACNA Board of Directors that it set as its highest priority the task of seeking an alternate solution to pension fund issues.

The Council discussed the necessity of holding two meetings each year, and the majority of the Council expressed their desire to continue meeting twice a year. There were also presentations by Florida SMACNA Chapter Executive Susan Karr on the status of the employment of Mexican sheet metal workers in Florida using the e-visa program, the success of the St. Louis Chapter’s partnership initiative, and the Mid-Atlantic Chapter’s positive experience in having nationally recognized speaker Mark Breslin present his program on “Survival of the Fittest” to a joint meeting of contractors and local union representatives.

An abridged introduction to SMACNA’s Business Negotiations Academy, a new SMACNA educational program on negotiating with customers and other contractors, was presented by Mr. Stephen Frenkel, director of negotiation programs, Mediation Works Inc. The new Business Negotiations Academy is scheduled for November in Tempe, Ariz.

The Council was also briefed on ITI, NEMI, and SMOHI programming, SMACNA’s new Recovery Trak Web site, and SMACNA technical programs and services. ▼

Strengthen Your Business And Negotiation Skills With SMACNA’s New Education Programs

Project Manager’s Institute

Experienced SMACNA contractors know that their best project managers take ownership of their projects. The Project Managers Institute, Sept. 28-30 in Dallas, Texas, is an intensified 2 ½-day program to strengthen project managers’ skills in communication, planning, leadership and business.

The program sessions, conducted by FMI and customized to the sheet metal and HVAC industry, include management, leadership, project planning, customer-focused construction, ethics and integrity, financial management, time management, change-order management and standards/best practices.

SMACNA’s Project Managers Institute is recommended for project managers with two to five years project management experience. Register early! The program is limited to 20 participants.

For more information, contact Bridgette Bienacker, director, business management and membership at bbienacker@smacna.org.

Introducing Business Negotiations Academy

Learn how to negotiate with customers and other contractors at SMACNA’s newest Business Negotiations Academy, Nov. 9-10, in Tempe, Ariz.

Participants will learn how to effectively negotiate through strategic and controlled communication. Unlike labor negotiations, this course will specifically focus on other types of business negotiations with customers, vendors, contractors, employees, and non-labor related issues. The business negotiations program focuses on negotiation skills, strategies, tactics and techniques through interactive presentations, small group discussions, case studies and role playing.

Program goals and objectives include: increasing awareness of the complexities of practical business negotiation, learning to communicate clearly and effectively to get the most out of negotiations and improve working relationships, recognizing when to accept and when to “walk away” from a deal, enhancing skills through hands-on experience and feedback, and providing a process for continued improvement and learning.

This program is recommended for owners, department and division managers, sales representatives, marketing representatives, estimators, purchasing agents, project managers, and other individuals in direct contact with owners and general contractors.

Register early – the program is limited to 20 participants. For more information or to sign up, visit the Educational Programs section of the SMACNA Web site www.smacna.org/members/courses. ▼

President's Column



John Ilten

SMACNA's Market Sectors Deliver Market Opportunities

As the industry changes, if you're sitting around waiting for the rotation to reverse and go back to the "good ole days," it's not happening. We need to move forward, not wait for the economy to come back so we can flip the lights back on in the same old job site using the same processes and the same products and services.

Moving forward and pursuing market opportunities have been paramount to SMACNA's Market Sector Councils for more than 15 years. Serving the diverse needs of the SMACNA membership, these mini-focus groups enable SMACNA to identify and respond to issues, trends and market opportunities for members in the architectural, HVAC, industrial and residential markets.

This year SMACNA presented the various business opportunities available to HVAC and architectural contractors resulting from U.S. Green Building Council Leadership in Energy and Environmental Design (LEED) v3. If you're not doing LEED projects today, your competitors are, and they're gaining the experience and expertise to get more of those projects in the future. SMACNA's July 23rd webinar will show you how to make the market shift into the "New Green Economy" and how to use LEED to stand out from the competition and thrive. Sign up right from the SMACNA home page at www.smacna.org.

SMACNA's newly published "HVAC Contractor's Guide to Bidding Green Building Projects," helps HVAC contracting firms successfully bid green building construction projects. There's a chapter on how to get into this market and how to capture "green" service work. Download this free members-only product from the Project Management page at www.smacna.org.

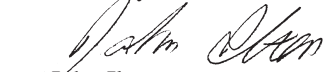
SMACNA's Industrial Council Steering Committee held a joint meeting with the SMWIA's Power Generation Committee, where a representative from Bechtel Corporation reported on projected nuclear plant development in the next decade. To further the industrial contractor's market opportunity, SMACNA is investigating getting SMACNA standards and guidelines referenced in the governing nuclear standards and providing NAQ-1 training and educational programs.

Lean economic times are resulting in owners demanding productivity tools like Building Information Modeling (BIM). SMACNA launched a new SMACNA Building Information Modeling (BIM) Web page on www.smacna.org featuring educational and informative links to BIM resources for SMACNA members. The site includes a members-only BIM listserv to share information and address BIM-related issues.

The newly released "HVAC Systems: Understanding the Basics" manual addresses HVAC system basics, central heating and central cooling equipment, hydronic and air distribution systems, central HVAC systems, HVAC system controls and the components that comprise these systems. The manual complements SMACNA's "HVAC Bid Specification Reference Manual" and assists members in bidding entire HVAC systems work. Best of all, the download version is free to SMACNA members.

Standing still while the world keeps turning is a sure plan to fall behind. Waiting is the same as going backward. Take charge of your business opportunities and use these Market Sector tools to forge ahead.

Sincerely,


John Ilten
SMACNA President

Federal Officials Speed Up Stimulus Spending – More Retrofit Dollars For Energy-Efficient Buildings On The Way!

Continued from page 1

expand and accelerate the development, deployment, and use of energy-efficient technologies in all major types of commercial buildings and in new and existing homes.

The newly designated "Green Building" program includes \$70 million for Residential Buildings Development and Deployment, including expanded work in energy-efficient retrofits and new homes. The projects will provide builders with technical assistance and training to increase the market share of new homes. To address existing homes, the Department of Energy will work with municipalities to encourage a large number of energy efficiency retrofits.

These funds also include \$53.5 million for the Commercial Buildings Initiative to accelerate and expand partnerships with major companies that design, build, own, manage, or operate large fleets of buildings and that commit to achieving exemplary energy performance. This funding will be used to expand the number of these partnerships from 23 to about 75 through a competitive process beginning in September 2009. An additional \$100 million was targeted to building design and research efforts to integrate new high-efficiency technology into new high-performance, energy-efficient buildings.

The Obama Administration emphasized its commitment to targeting buildings for tax, spending and regulatory attention because today's buildings consume more energy than any other sector of the U.S. economy, including transportation and industry. In addition, almost three-quarters of our nation's 81 million buildings were built before 1979. Some were designed and constructed for limited service, and many will eventually require either significant retrofits or replacement.

For more information on public works projects, check out the Recovery Trak section of the SMACNA Web at www.smacna.org. ▼

SMACNA Working For You... Mid-Year

MARKET SECTOR COUNCILS

- Held a joint meeting of SMACNA's Industrial Council Steering Committee and the SMWIA's Power Generation Committee, where a representative from Bechtel Corp. reported on projected nuclear plant development in the next decade.
- Published an update to the members-only publication, "HVAC Contractor's Guide to Bidding Green Building Projects," that helps HVAC contracting firms successfully bid green building construction projects.
- Published the new guide, "SMACNA Guide to Cost Recovery for Sheet Metal and HVAC Equipment," third edition, in electronic format. Formerly called the "Blue Book of HVAC and Sheet Metal Equipment," this valuable document is a rate guide on ownership and operating costs of equipment.



- Completed a new manual entitled "HVAC Systems: Understanding the Basics." The manual addresses HVAC system basics, central heating and central cooling equipment, hydronic and air distribution systems, central HVAC systems, HVAC system controls and the components that comprise these systems. This manual can be used for self-study, group training, or reference.
- Published two SMACNA Contracts Bulletins: Contracts Bulletin No. 104, "It's Not Easy Being Green: Legal Pitfalls of Green Construction," which describes the key legal challenges surrounding "green" projects; and Contracts Bulletin No. 105, "FAR Out! Understanding Changes to Federal Acquisition Regulations to Obtain Stimulus Money," which provides timely information on contracting with the federal government.
- Published the new SMACNA document, "Successful Building Project Coordination," which explains the critical importance of project coordination on commercial and institutional construction projects and includes concepts of Building Information Modeling (BIM).

- Launched a new SMACNA Building Information Modeling (BIM) Web site featuring educational and informative links to BIM resources for SMACNA members. The site includes a members-only BIM listserv to share information and address BIM-related issues.
- Published a new electronic issue of the Architectural Metal newsletter, featuring a member contractor who custom fabricated a new copper cupola on a national historic landmark.
- Released a new electronic issue of the HVAC Systems Expertise newsletter, featuring an article about a member contractor's role in creating the mechanical system for the dramatic new California Academy of Science in Golden Gate Park, San Francisco.
- Published a new electronic issue of the Industrial Insights newsletter, featuring opportunities in the growing nuclear power market and how to track developments in the nuclear market with the Energy Department's Nuclear Power Deployment Scorecard.

LEGISLATIVE

- Held a 2009 National Issues Conference on May 11-13 in Washington, D.C., to raise the profile of union-signatory contractors and their legislative issues on Capitol Hill. Issues discussed included energy efficiency, health care, misclassification reform, three percent withholding, pensions, funding for school construction.
- Presented a pre-conference session at the National Issues Conference on the green building/government marketplace
- Sent a joint letter with the SMWIA to the Presidential Transition Team on energy initiatives that SMACNA recommended for the economic stimulus package.
- Supported the Multiemployer Pension Plan Coalition 12-point plan to gain relief for employers and plans struggling to meet the funding benchmarks for multiemployer defined benefit pension plans. In addition, endorsed efforts in Congress to include a section in the retirement relief legislation addressing as much as possible the defined benefit plan issues impacting SMACNA firms.
- Supported reform of the estate tax laws to protect the small business transfer of assets most common between generations of owners in construction.
- Endorsed the Obama Administration's efforts to utilize and expand Project Labor Agreements in federal construction efforts.
- Provided the Congress with a comprehensive procurement reform plan as part of the Quality Construction Alliance.

Recovery Trak

Track Federal Construction \$\$\$

(for SMACNA Members Only)

- Contacted Congress to support repeal of the 3% withholding law to be implemented in 2011 on all public contracts.
- Supported the efforts in Congress to expand the coverage of the Davis-Bacon Act and related quality-oriented procurement initiatives.
- Created Recovery Trak, a special members-only Web site designed to serve as a resource and information center to share the market opportunities available to SMACNA members only from the passage of H.R. 1, The American Recovery and Reinvestment Act of 2009 (Public Law 111-5).
- Provided state-by-state breakouts of the latest market opportunities, jobs and money available through the passage of the American Recovery and Reinvestment Act stimulus legislation and future appropriations measures providing infrastructure projects on the new Recovery Trak section of the SMACNA Web site.
- Supported legislative efforts on Capitol Hill to introduce legislation designed to prevent the widespread industry practice of willful misclassification of employees as independent contractors by contractors seeking to gain an unfair competitive advantage in the marketplace.
- Contacted every member of Congress in support of The Smart Buildings Act, H.R. 2198, legislation that cuts in half the depreciation period for high-efficiency HVAC systems in commercial and multifamily residential buildings.
- Endorsed federal school construction legislation, H.R. 2187, a bill to provide \$6.4 billion in grants and low-interest loans to local educational agencies for the construction, modernization and/or repair of public kindergarten, elementary and secondary educational facilities. Also endorsed The Green Schools Act, H.R. 58, a bill to provide matching grants for green school efficiency-related improvements.
- Joined with the SMWIA to oppose the taxation of employer-provided health-care benefit programs to Congress in letters, Capitol Hill visits and media outreach. SMACNA also directed a message of opposition to taxing health-care benefits and efforts to reduce the tax exemption for employers providing health-care programs, as well as attempts to increase payroll taxes to fund national health care.

Report

- Became an active member of Rebuilding America, a high-level collaborative national leadership coalition of energy efficiency and finance-related organizations dedicated to implementing a rapid building retrofit agenda throughout the United States.
- Alerted members to the U.S. General Services Administration's (GSA) announcement to spend \$5.55 billion to convert federal buildings into high-performance green buildings, and to renovate and construct federal buildings, courthouses, and land ports of entry nationwide.

LABOR RELATIONS

- Notified members of a change on worker privacy in payroll reports for federal construction.
- Published the SMACNA Annual Labor Report, featuring the results of the "2008 State of the Industry Survey." It provides chapters and contractors with an analysis of the state of the industry throughout the U.S. The report is compiled based on surveys provided to chapters. It includes an analysis of trends, competitiveness factors and includes regional summaries.
- Held 2009 Collective Bargaining Orientation, Feb. 3 in Dallas, Texas, which focused on priming contractors and chapter executives for collective bargaining.
- Created a bargainiers listserv allowing management negotiators to share timely information, competitive proposals, solicit opinions, discuss current industry trends and share their successes and strategies during the bargaining season.
- Shared SMWIA-developed local union density data with SMACNA members. Union density is calculated by comparing the number of union versus non-union crafts' workers in a local area.
- Notified members that the e-verify executive order had been postponed.
- Provided Davis-Bacon guidance by encouraging members and SMACNA chapters to research the prevailing wage determinations currently in effect for their areas to ensure that they are accurate and up-to-date.
- Began development of a program to make it easier for SMACNA chapters and contractors to keep the prevailing wage rates for their areas updated.
- Notified members of the National Pension Fund's new paperless way to report benefits.
- Published three Labor Report newsletters.
- Distributed an annual bargainiers mailing that provided chapters and contractors with timely bargaining data. This mailing included the latest information on health care cost projections, federal mediation and conciliation service assistance as well as filing requirements and the most recent wage and fringe manual.
- Notified members of revisions in the SMWIA's Code of Excellence.
- Presented a webinar on the SMWIA Code of Excellence to more than 210 contractors, employees, and SMACNA chapter executives, who learned from two top attorneys about the legal and collective bargaining implications related to the SMWIA Code of Excellence.
- Shared bargaining strategies, creative thinking and business tactics during a webinar focusing on Collective Bargaining During Tough Economic Times.
- Released a new report by the Construction Labor Research Council (CLRC) on the cost of construction industry contract bargaining terms and conditions.
- Heard seven grievances by midyear, the same number that panelists heard at the midterm the previous year. Issues grieved included an improper steward layoff and travel pay.
- Arbitrated eight interest arbitration contract renewal cases.
- Presented a comprehensive webinar on multi-employer pension plans.
- Continued to issue Labor Bulletins and the "Wage and Fringe Manual," along with regular updates, for the sheet metal industry.
- Conducted a seminar on Mutual Gains Bargaining on Jan. 13-14, 2009, which was designed to improve labor/management relations and the collective bargaining process. Mutual gains bargaining provides a systematic, non-adversarial approach to bargaining and problem-solving which results in better solutions, greater compliance by the parties and improved long term labor/management relationships.

PARTNERSHIP PROGRAMS AND SERVICES

- Announced the 2010 Partners in Progress conference dates, March 18-20, 2010, at Caesar's Palace in Las Vegas. The conference is being designed around the theme "Driving Change, Creating Opportunities." The SMWIA /SMACNA conference will be held in conjunction with the International Training Institute's Apprenticeship Contest. The 500 apprentices attending the contest will also be encouraged to attend the conference.
- Helped spread the word on "excellence," with the Partnership Communicator newsletter, which focused on a presentation by Mark Breslin and the importance of embracing the SMWIA Code of Excellence.
- Assisted the Local St. Louis and Kansas City partnerships in creating market opportunities for SMACNA contractors and SMWIA mem-

bers with the SMACNA/SMWIA Best Practices Market Expansion Program.

- Published two issues of the Partners in Progress magazine, "Industrial Market Growth: Are We Ready?" and "Take Us Home! Opportunities in the Residential/Service Market."
- The magazine, a joint publication of SMACNA and the SMWIA, has a readership of 145,000 throughout the United States and Canada and is available via the partnership Web site at www.sheetmetalpartners.org/resources.
- Signed an additional 25 joint apprenticeship training centers, locals, contractors, and chapters to use the SMACNA Expertise logos this year, bringing the number of registrants to 307 since the program's inception. To reap the benefits of this branding and advertising effort, contractors are encouraged to display the Expertise logos on all their business and marketing materials to show their customers that they employ highly skilled technicians with hands-on expertise. Our goal is have every contractor, chapter, local, and JATC use the logos.
- Actively developed a DVD to promote the Code of Excellence, which is expected to be released in the late summer or early fall, with the Labor Management Cooperation Committee (LMCC).
- Continued to build on branding the concept of "expertise" through SMACNA's HVAC, architectural, and industrial expertise Web sites as a way to differentiate the SMACNA/SMWIA partnership in the eyes of the customer. The Web sites also allow individuals to search for SMACNA members and contractors, which results in potential work opportunities for contractors.

SAFETY AND HEALTH

- Provided members with a free copy of the new manual "SMACNA Guide To Safety And Health Policies, Procedures and Model Programs." The CD contains written policies, procedures, and model programs to help members improve their safety and health programs, comply with OSHA standards, and complete project bidding and contract requirements.
- Reminded members to post OSHA Injury and Illness Records in accordance with OSHA recordkeeping requirements. The summary of injury and illness records for the calendar year 2008 should be posted and available for employee review from Feb. 1 through April 30, 2009.
- Collected more than 300 surveys from members for the 2009 SMACNA Safety Excellence Awards Program (SSEAP). This annual program is the tool SMACNA uses to determine

Continued on page 6

SMACNA Working For You... Mid-Year Report

Continued from page 5

winners of the annual safety awards, to obtain valuable information about its members' safety and health programs, and to provide its members with important safety feedback.

- Developed new safety posters that address three significant issues in the sheet metal industry: eye protection, hearing protection, and cut prevention. The posters are available for purchase on the members-only publications store Web page.
- Distributed more than 650 free copies of SMOHIT's "Safety Orientation 3 – Safety for Supervisors," which provides safety and health program guidance to supervisors and foremen.
- Alerted members to two OSHA rulings affecting the sheet metal industry. The first ruling was on the new permissible exposure limit for hexavalent chromium (Public Citizen Health Research Group v. Department of Labor). In the second decision (Solis v. Summit Contractors Inc.), the Eighth Circuit Court of Appeals ruled that "controlling employers" may be responsible for the safety and health of other employers' working on multiemployer work sites.
- Notified members that Heat Stress and Heat Illness Tip Cards were available to train employees about the hazards of heat exposure to supplement heat stress training.
- Promoted the Construction Users Roundtable (CURT) Safety Awards Program. A SMACNA member won a CURT award in 2008 and SMACNA acts as the sponsoring association for any member interested in entering this national award program.
- Attended meetings of the American National Standards Institute (ANSI) B11 – Safety Standards for Machine Tools Accredited Standards Committee, including providing a presentation on the benefits of the SMACNA Press Brake Safe Distance Safeguarding Program.
- Conducted two sessions of Safety and Health Supervisory Training for more than 100 supervisors and foremen in Houston, Texas.

BUSINESS MANAGEMENT AND EDUCATION

- Presented these successful webinars: "The SMWIA's New Code of Excellence: What All Contractors Need to Know," "Building Information Modeling, The Key to Unlocking Your Future," "Collective Bargaining During Tough Economic Times," "Weathering the Storm, Tools for Managing in a Turbulent Market," "HVAC Duct Construction Standards," "Multiemployer Pension Plans," and "LEED in Construction."
- Held the successful Business Management Graduate Program on Jan. 26-28 in Tempe,

Ariz., covering advanced topics in financial management, marketing, contracts and organizational structure.

- Conducted the sold-out 2009 Business Management University in February in Tempe, Ariz., concerning Contractor's Survival Guide, change orders, surety issues, financial management, productivity, negotiations, business planning, and leadership.



SMACNA Webinars

- Turning project managers into project owners was the objective of SMACNA's new, sold out Project Managers Institute, held in March in Raleigh, N.C. and June in Tempe, Ariz.
- Developed a new program for members the Business Negotiations Academy scheduled for Nov. 9-10 in Tempe, Ariz.

TECHNICAL SERVICES

- Issued the Technical Resources Bulletin "HVAC Duct Sealant Usage Requirements on U.S. Green Building Council LEED Projects."
- Issued the Technical Resources Bulletin "LEED Version 3," which explained the various business opportunities that may be available to HVAC contractors.
- Published the new "Seismic Restraint Manual: Guidelines for Mechanical Systems," third edition, 2008, an updated set of guidelines that shows designers and contractors how to determine the correct restraints for sheet metal ducts, piping and conduit, so they are more likely to remain attached during a seismic event. The seismic manual was approved as an ANSI standard, ANSI 001-2008.
- Uploaded 59 native file format drawings from the new edition of the Seismic Restraint Manual, to the members only section of the SMACNA Web site for free download for members.
- Conducted the highly successful webinar "HVAC Duct Construction Standards" that demonstrated how to use SMACNA's "HVAC Duct Construction Standards – Metal and Flexible," third edition, to determine the proper range of construction options of rectangular duct used in today's commercial market.
- Contributed to ASHRAE's new Commissioning Process Management Professional certification, which recognizes those with optimal knowledge of the entire building

commissioning process. The program was developed with input from SMACNA and other industry organizations.

- Signed a Memorandum of Understanding with the International Code Council (ICC) agreeing to jointly advance and promote the mutual interests of the sheet metal and air conditioning construction industry, including marketing new products and services collaboratively, supporting cooperative standards and codes development, and sharing each other's product and services with their members.
- Released the new, revised "Bubble DVD Destroys Design Myths," which illustrates the airflow movement variations through typical duct systems and how to correctly design/install duct fittings to reduce energy use.
- Developed an article on the U.S. Green Building Council LEED 3.0 for the May issue of the Architectural Metal newsletter showing the opportunities on LEED projects that can be enhanced through architectural metals.
- Submitted code change proposals for the ICC Code Development Cycle for inclusion in the 2012 ICC family of codes.



- Provided a contribution of \$10,000 to the American Society for Heating, Refrigerating, and Air-Conditioning Engineers (ASHRAE) for research project No. 1319-RP "Laboratory Testing of Duct Fittings to Determine Loss Coefficients."
- Issued the revised Technical Resources Bulletin "STRI Wind Uplift Testing Project" that incorporated the final material test results showing edge flashing and coping details within the SMACNA "Architectural Sheet Metal Manual" to be compliant with the IBC – SPRI ES-1 Standard.
- Provided answers to more than 400 technical inquiries from architects, members, and non-members that were received via the SMACNA Web site, telephone and fax.

Convention Session

Six Steps To Controlling Your Accounts Receivable

In October, contractors at SMACNA's annual convention in Palm Desert, Calif., will learn how to improve their profit, cash flow, and return on investment while retaining their best customers at the convention session, Six Steps to Controlling Your Accounts Receivable.

With a small percentage of all sales revenue going to the bottom line, it is imperative that contractors collect a high percentage of their accounts receivable on a timely basis. In this session, Bob Langdon, CPA and author of "Managing Your Business for Profit," will share how to improve collections and profitability immediately and for years to come.

Attendees will learn how to make their businesses more competitive by increasing sales by reducing past due accounts receivable, improving cash flow and return on investment, identifying "good" credit risks, collecting accounts receivable, and implementing a six-step process to controlling accounts receivable. Bob Langdon has been assisting businesses in identifying and achieving their sales, marketing and financial goals since 1981.

SMACNA's 66th Annual Convention will take place at the Desert Springs JW Marriott Resort and Spa in Palm Desert, Calif., from Oct. 11-15, 2009. For more information on the annual convention visit the SMACNA Web site at www.smacna.org, or contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or mtaylor@smacna.org. ▼

NJAB Update

The National Joint Adjustment Board (NJAB) resolved eight Article X, Section 8, cases at its June meeting in Indianapolis, Ind.

The remaining 2009 NJAB meeting will be held Sept. 9-10, 2009 in Chantilly, Va.

The cutoff date for submissions is Monday, August 17. Send submissions to P.O. Box 220956, Chantilly, Va., 20153-0956.

Submissions mailed between August 13 and August 17 must be sent via overnight mail service to the following street address: 4201 Lafayette Center Drive, Chantilly, VA 20151-1209. ▼

July Webinar

Learn How To Thrive In The New "Green" Construction Industry

How will you position yourself for the market shift into the "new green economy?" Learn how you can succeed at SMACNA's members-only webinar "LEED in Construction," Thursday, July 23 at 11:00 a.m. (EDT).

Managers, project managers, estimators, and foremen will want to find out how "green" and Leadership in Energy and Environmental Design (LEED) are becoming the norm as federal legislation dictates green construction practices, and discover the impact of current lending standards on the commercial construction market. This webinar will provide a road map to adjust to the greening of the construction industry and how to use LEED as a strategic differentiator to succeed.

Webinar participants will learn how to define the new normal, market shifts (green and LEED), LEED as a strategic differentiator, LEED and green market understanding, how to develop the expertise in LEED and green, market penetration, and how to beat the competition. The webinar will be presented by Jeffrey D. Moore, director, Maxim Consulting Group. Mr. Moore is a nationally recognized speaker and author and is a faculty member at Villanova University, where he teaches business operations, strategy, and statistics.

Please mark your calendar! Registration is an affordable \$95 per connection (one Internet computer registration fee allows unlimited participants at the same site). To register online, visit the Education section of the SMACNA Web site at www.smacna.org. ▼

Convention

Eight New Technology Sessions Debut This Year

Attendees at SMACNA's Palm Desert convention this year will have a chance to learn about the latest in technology including high-performance HVAC systems, the next generation of air handling, and the impact of building information modeling (BIM) on contractors at several new technology sessions.

These topics and many more will debut in the form of technology sessions presented by SMACNA's associate members. These eight new sessions will take place following the President's lunch on Wednesday afternoon, Oct. 14.

The following associate members will make presentations:

- McQuay International – Meeting Your Customer's Needs for High Performance HVAC Systems
- Armacell LLC – New Duct Liner Technology Adds Value and Profits
- Trane – Next Generation Air Handling
- K-FLEX USA – Recent Trends in Insulation of Sheet Metal Duct Work
- Technical Sales International – BIM and Its Impact on the Sheet Metal Contractor
- Quote Software Inc. – Advanced BIM for HVAC
- EastCoast CAD/CAM – What BIM Means to the Sheet Metal Contractor
- Maxwell Systems Inc. – Digital Takeoff and Estimating

Register now for early savings! SMACNA's 66th Annual Convention will take place at the Desert Springs JW Marriott Resort and Spa in Palm Desert, Calif., from Oct. 11-15, 2009. For more information visit the SMACNA Web site at www.smacna.org or contact Mary Lou Taylor, director of meetings and convention, at (703) 803-2998 or mtaylor@smacna.org. ▼

SMACNEWS is published monthly by the Sheet Metal and Air Conditioning Contractors' National Association for its national, international and associate members.

Editor: Rosalind P. Raymond
Assistant Editor/Writer: Cynthia Young
Communications Specialist: Denise J. Ladd



www.smacna.org

SMACNA National Headquarters:
P. O. Box 221230 • Chantilly, VA 20153-1230
(703) 803-2980 • Fax (703) 803-3732

Capitol Hill Office:
305-4th Street, NE • Washington, DC 20002
(202) 547-8202 • Fax (202) 547-8810

July 2009

PRESORTED
FIRST CLASS
U.S. POSTAGE
PAID
PERMIT #1112
MERRIFIELD, VA

Find **SMACNEWS** On The Web By
Selecting "Newsletters" At
www.smacna.org

July 2009

SMACNA's New Manual Explains How HVAC Systems Work

Contractors will learn the basics of HVAC systems and how they work with SMACNA's new manual, "HVAC Systems: Understanding The Basics," first edition, 2009. The manual, free to members only, provides an overview of HVAC systems, the interrelationships between the various subsystems and components, and shows how the subsystems and components work.

This manual will assist HVAC contracting firms' field and office personnel in gaining a thorough understanding of HVAC systems and will also be helpful to general contractors, construction management firm personnel, and specialty contracting companies, such as electrical contracting firms, that work with HVAC contractors.

Contractor members say that the new manual is just right. "Goldilocks would love the HVAC Basics manual," said Thomas Boniface, Independent Sheet Metal Company of Hawthorne, N.J. "Not too dumb. Not too erudite. Just right. Very nicely done."

"HVAC Systems: Understanding the Basics" is available free to download to SMACNA members only on the Project Management section of the Members Only page of the SMACNA Web site at www.smacna.org.

CDs of the manual may be purchased at the following prices: SMACNA member price \$31, IFUS contributor price \$96, discounted price for architects and engineers \$129, non-member contractor price \$185. ▼

Seeing Is Believing! New Bubble DVD Shows Air-Flow Turbulence In Ductwork

Continued from page 1

SMACNA members recently received an e-mail notification that they may receive a gratis copy of this guide and how to order this free product online for this important member benefit.

To order additional copies, visit the bookstore on the SMACNA Web site at www.smacna.org/bookstore or call the publications department at (703) 803-2989. Members may purchase the DVD, "SMACNA Bubble DVD Destroys Design Myths," 2009, for \$25, IFUS contributor \$50, architect/engineer discount \$100, and non-members \$125. ▼

SMACNA Reminders

July 2009

- Board of Directors Meeting
July 12-15, Stowe, Vt.
- Webinar – LEED in Construction – July 23

August 2009

- Webinar – Preparing for OSHA Inspections – Aug. 20

September 2009

- NJAB Meeting – Sept. 9-10, Chantilly, Va.
- Project Managers Institute
Sept. 28-30, Dallas, Texas

October 2009

- SMACNA's 66th Annual Convention
Oct. 11-15, Palm Desert, Calif.

November 2009

- Business Negotiations Academy
Nov. 9-10, Tempe, Ariz.

December 2009

- Council of Chapter Representatives
Dec. 6-8, Scottsdale, Ariz.

Future Conventions

- Oct. 10-13, 2010 – Phoenix, Ariz.
- Oct. 2-6, 2011 – Colorado Springs, Colo.